

Chris Lucier

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SUMMARY

- 22 years total higher education advancement experience, 13 in an executive capacity
- Successful achievement of goals in comprehensive campaigns at two universities
- Broad experience with building and implementing development infrastructure in the context of a complex university environment
- Extensive experience with most aspects of advancement

EXPERIENCE

8/2007 - Present Assistant Vice President – Advancement Services

University of Idaho – Moscow, ID

- Serve as Executive Sponsor for database system conversion to Ellucian Advance CRM
- Lead and manage the following offices in both day-to-day and strategic operations: Annual Giving, Advancement Information Services, Prospect Research & Management
- Supervise 3 Directors, oversee a professional staff of 16+ employees and 50 student employees
- Maintain, develop, and strategically implement a budget of over \$1,000,000
- Report regularly to the Campaign Cabinet and Board of Trustees on the progress of fundraising efforts
- Work closely with all Deans, Athletic Directors, and University Administration to strategically identify, plan, and execute fundraising priorities
- Implement and continue to develop a comprehensive Annual Giving Program that won a CASE District 8 Gold Award
- Launched inaugural “Giving Day” campaign raising \$431,371 from 1,171 donors
- Initiated “Crowdfunding” Program within Annual Giving Program
- Led Marts & Lundy capacity analysis in preparation for next comprehensive campaign
- Develop, maintain, and enforce policies concerning processing, updating, dissemination, and distribution of 250,000+ constituent records
- Develop, maintain, and enforce comprehensive analysis of development officer portfolios concerning major gift prospects and results
- Regularly meet with all development staff to create solicitation strategies and timetables for major gift proposals
- Created an incentive program that resulted in record number of major gifts, in both dollars and volume, in fiscal year 2014 and 2015
- Develop and maintain fundraising reports that are distributed across campus and to all Foundation Board members

8/2014 – 8/2015 Interim Vice President – Advancement

University of Idaho – Moscow, ID

- Led and managed all development activity on campus, resulting in \$261 million raised during a \$225 million dollar campaign
- Supervised up to 25 development officers embedded in 11 academic units and athletics
- Supervised the offices of Donor Relations, Planned Giving, Corporate and Foundation Relations, Annual Giving, Prospect Management and Research, and Advancement Information Services
- Achieved a record number of fiscal year major gifts, in both volume and dollar amount
- Reported directly to the University President

7/2004 – 8/2007 Senior Director – Advancement

Daniel Webster College – Nashua, NH

- Managed the offices of Major Giving, Annual Giving, Donor Relations, Advancement Information Services, and Prospect Research
- Supervised 6 person professional staff and 10 student workers
- Managed and executed all solicitations including direct and electronic mail, telephone, and personal
- Developed, implemented, and maintained inaugural student phonathon, emphasizing a high level of personal contact while reducing overall program expenses
- Regularly attended and reported to all Presidential Cabinet, Board of Trustee, and Alumni Council sessions
- Developed and maintained prospect management system that included prospect pipeline, tracking solicitation status, prospect assignment and clearance for development officers
- Created and maintained an office of prospect research that included appropriate software acquisition, prospect data-mining, peer rating and screening, constituent research policies and procedures, and comprehensive prospect profiles for development officers
- Maintained Advancement database that emphasized data security, data integrity, record coding, and demographic updates
- Accurately identified, categorized, recorded, and archived all gift information while maintaining cash handling role

2/2003 – 7/2004 Assistant Director – Corporate and Foundation Relations

University of Oregon – Eugene, OR

- Represented the university in cultivating and soliciting corporations and foundations for support of institutional and constituent priorities
- Identified and established new prospects and contacts within corporations and foundations with potential interest in university programs
- Supported and worked with university officials, faculty members, central and constituency development officers to develop proposals and strategies for the solicitation of corporate and foundation gifts
- Developed and implemented stewardship plans with corporations and foundations
- Managed the CFR approval process, coordinating institutional and unit approaches to corporations and foundations

6/1995 – 2/2003 Assistant Director – Annual Giving

University of Oregon – Eugene, OR

- Set fiscal year goals and provided monthly progress reports regarding the generation of at least \$1,000,000 of revenue in conjunction with the overall Annual Giving Program through the University of Oregon calling center
- Developed, implemented, and maintained work plan/calendar augmenting overall Annual Giving Program needs
- Created and administered Student Leadership Program to encourage and train students to pursue development as a career
- Served as liaison between Annual Giving and all other fund-raising units including Major Gifts, Athletics, Regional Development, Alumni Association, Planned Giving, UO Foundation, and Donor Relations
- Hired, supervised and trained 1 professional position, 1 intern, 2 office assistants and over 50 student employees

ADDITIONAL INFORMATION

Software Experience

- Microsoft Office
- Banner/Elucian CRM Advance
- Raiser's Edge
- Scale Funder
- Community Funded
- Research Point
- Mobile Cause

Memberships and Activities

- CASE Member – 1995 – present
- Moscow Chamber of Commerce – Past Board Member
- Numerous community fundraisers

EDUCATION

BS Political Science, *University of Oregon*